

POSITION OVERVIEW

LOCATION	Brisbane	FUNCTION	Product
EMPLOYMENT	Full Time	REPORTS TO	SVP Product

PURPOSE SUMMARY

As a key member of the Product management team, the Head of Product assumes a strategic role in the planning and management of our products. Commercial success of the software portfolio is the key responsibility of this role.

The position is responsible for lifecycle management of the portfolio and the expansion of strategic solutions.

The role provides guidance and direction to all functional areas (product development, sales, product marketing, customer support, professional services, strategic account management, finance and legal) as it relates to the portfolio.

PRIMARY PURPOSE

- Direct and lead product strategy to ensure overall growth and fiscal attainment.

KEY ACCOUNTABILITIES

CATEGORY		REQUIREMENTS
1	Strategy	<ul style="list-style-type: none"> ▶ Directing product strategy and investment decisions across software portfolio. Drive organic growth through the deployment of new or enhanced solutions across all geographies. ▶ Contribute to the overall growth and financial attainment for the company. ▶ Identify and drive synergy with the larger Temando organization that results in greater market share worldwide.
2	External Relationship	<ul style="list-style-type: none"> ▶ Assimilating information from clients, company executives, sales team, client services, and industry sources to develop both short and long term product line vision and drive introduction of strategic new solutions to the market. ▶ Championing new customer acquisition and revenue/profit opportunities with existing customers to drive software revenue growth and overall software portfolio achievement. ▶ Identify and build partnerships within the industry that contribute to the overall growth of the business.
3	Operational	<ul style="list-style-type: none"> ▶ Management and accountability for Product Management annual operating plan and budget. ▶ Managing software portfolio with a prioritized influence on recurring revenue growth including software as a service revenue lines. ▶ Developing and/or partnering on the creation of relevant information for product releases and value proposition for distribution internally and externally.
4	Leadership	<ul style="list-style-type: none"> ▶ Developing a highly functional Product Management team, including: coaching and mentoring of existing staff, identification and hiring of required talent.

COMPETENCIES

Knowledge & Experience

- ✓ Knowledge and experience in managing software portfolio for a worldwide market that includes product management activities and frameworks.
- ✓ Experience working with customers and partners to identify market problems, expand reach and capability for software solutions and associated services.
- ✓ In depth knowledge of pricing models and P&L management of a software portfolio.
- ✓ Experience with multiple deployment models, with software as a service (SaaS) strongly preferred.
- ✓ Experience in target market expansion to include NPD, vertical and geographic extension.
- ✓ Experience in corporate strategic and financial planning processes.
- ✓ “Roll up your sleeves”, entrepreneurial, “get-it-done” style attitude
- ✓ Bachelor’s degree with Graduate degree preferred
- ✓ 10+ years of experience in software product management & marketing, with 5+ years in a management role
- ✓ Demonstrable success growing the profitability and performance of large software portfolios
- ✓ Excellent relationship building and management skills both externally & internally
- ✓ Proven ability to build consensus and work collaboratively across functional teams and in matrixed resource models
- ✓ Strong supervisory and performance management skills, with the proven ability to develop, mentor and coach
- ✓ Proven leadership skills with a demonstrated track-record of building high performance teams
- ✓ Prior experience in B2B, Retail eCommerce or Shipping software a strong plus
- ✓ Knowledgeable in current technologies, with strong emphasis on mobile and cloud
- ✓ Ability to accept moderate to substantial business related travel

ACKNOWLEDGEMENT AND APPROVAL

LAST UPDATED	August 2017		
LINE MANAGER		DATE	30/08/2017
PEOPLE & CULTURE REP	Rhiannon Armstrong	DATE	30/08/2017

I, _____ (name), have received, reviewed and fully understand the position description for Head of Product.

I understand that I am responsible for the satisfactory execution of the essential functions described therein, under any and all conditions as described.

Further, I understand that my job may change on a temporary or regular basis according to the needs of my location or department without it being specifically included in the position description. If I have any questions about duties not specified on this description that I am asked to perform, I should discuss them with my manager or a member of the People and Culture team.

SIGNATURE	
DATE	